

Monthly Indicators

Activity for El Paso and Teller Counties Only



December 2022

Percent changes calculated using year-over-year comparisons.

New Listings were down 40.5 percent for single family-patio homes and 28.9 percent for townhouse-condo properties. Pending Sales decreased 19.9 percent for single family-patio homes and 34.5 percent for townhouse-condo properties.

The Median Sales Price was down 2.2 percent to \$445,000 for single family-patio homes and 5.2 percent to \$317,500 for townhouse-condo properties. Days on Market increased 173.3 percent for single family-patio homes and 105.9 percent for townhouse-condo properties.

Economists predict sales will continue to slow and housing prices will soften in many markets over the next 12 months, with larger price declines projected in more expensive areas. However, national inventory shortages will likely keep prices from dropping too much, as buyer demand continues to outpace supply, which remains limited at 3.3 months, according to NAR. Even if prices fall, many prospective buyers will find it difficult to afford a home in 2023, as higher rates have diminished purchasing power, adding hundreds of dollars to monthly mortgage payments.

Activity Snapshot

- 41.6%

One-Year Change in
Sold Listings
All Properties

- 1.7%

One-Year Change in
Median Sales Price
All Properties

+ 111.5%

One-Year Change in
Active Listings
All Properties

Residential real estate activity in El Paso and Teller counties composed of single-family properties and patio homes, townhomes and condominiums. Percent changes are calculated using rounded figures.

Single Family-Patio Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales (Pending, Under Contract, Under Contract Short Sale, First Right of Refusal)	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
Total Market Overview	14
Sold Listings and Inventory by Price Range	15
Glossary of Terms	16



Single Family-Patio Market Overview

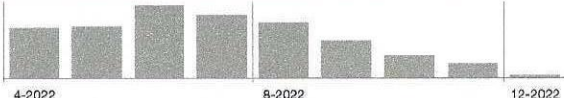

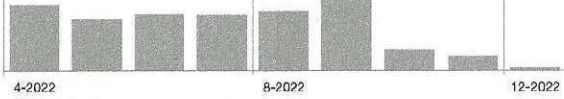
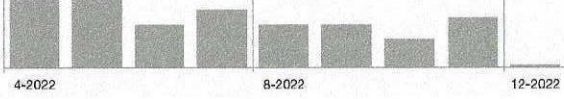
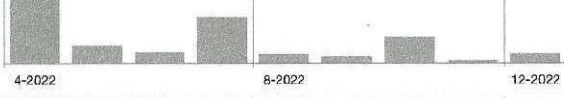
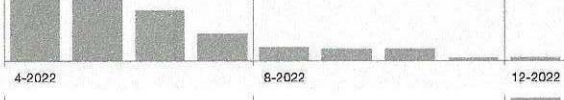
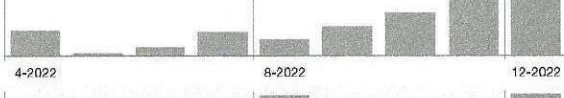
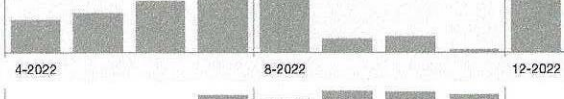
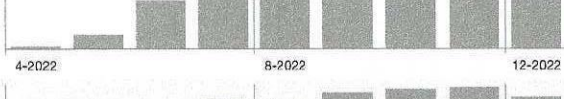
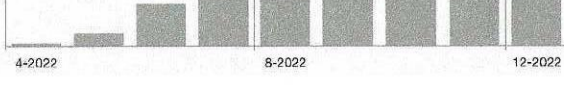
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



Key Metrics	Historical Sparkbars	12-2021	12-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		864	514	- 40.5%	17,370	16,489	- 5.1%
Pending Sales (PEND, UC, UCSS, RGT)		925	741	- 19.9%	16,313	13,292	- 18.5%
Sold Listings		1,275	750	- 41.2%	16,440	13,506	- 17.8%
Median Sales Price		\$454,961	\$445,000	- 2.2%	\$440,000	\$479,000	+ 8.9%
Average Sales Price		\$512,583	\$498,892	- 2.7%	\$492,360	\$540,760	+ 9.8%
Pct. of List Price Received		101.3%	98.7%	- 2.6%	103.1%	101.3%	- 1.7%
Days on Market		15	41	+ 173.3%	12	18	+ 50.0%
Housing Affordability Index		83	65	- 21.7%	86	60	- 30.2%
Active Listings		792	1,720	+ 117.2%	--	--	--
Months Supply of Inventory		0.6	1.5	+ 150.0%	--	--	--

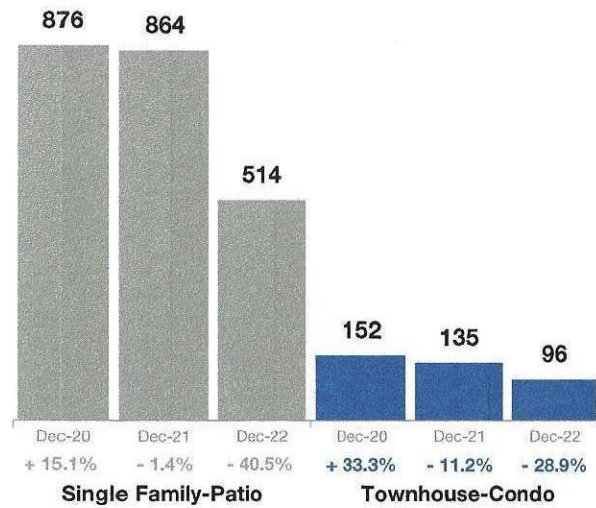
Townhouse-Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

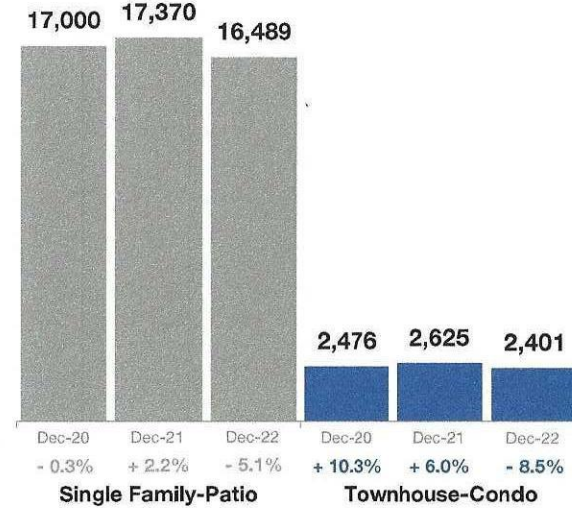
Key Metrics	Historical Sparkbars	12-2021	12-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		135	96	- 28.9%	2,625	2,401	- 8.5%
Pending Sales (PEND, UC, UCSS, RGT)		145	95	- 34.5%	2,472	2,079	- 15.9%
Sold Listings		197	110	- 44.2%	2,508	2,176	- 13.2%
Median Sales Price		\$335,000	\$317,500	- 5.2%	\$314,000	\$350,000	+ 11.5%
Average Sales Price		\$350,839	\$358,922	+ 2.3%	\$323,500	\$362,162	+ 12.0%
Pct. of List Price Received		101.3%	99.1%	- 2.2%	102.9%	101.5%	- 1.4%
Days on Market		17	35	+ 105.9%	9	16	+ 77.8%
Housing Affordability Index		113	91	- 19.5%	120	82	- 31.7%
Active Listings		133	236	+ 77.4%	--	--	--
Months Supply of Inventory		0.6	1.3	+ 116.7%	--	--	--

New Listings

December

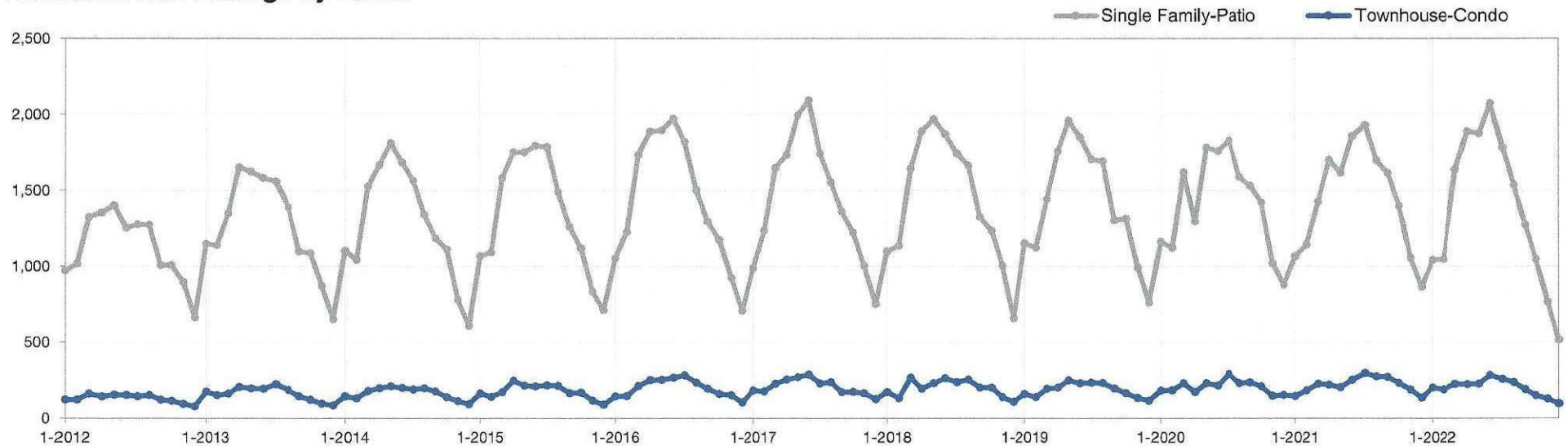


Year to Date



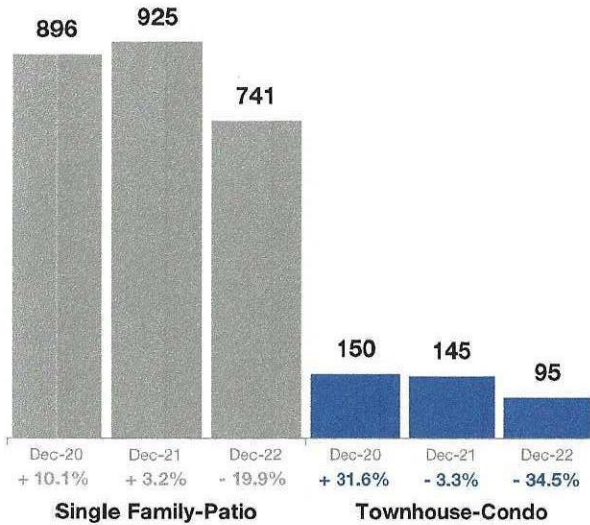
New Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	1,042	-2.3%	201	+37.7%
Feb-2022	1,047	-8.3%	189	+4.4%
Mar-2022	1,638	+14.9%	225	-0.4%
Apr-2022	1,889	+11.1%	223	+1.4%
May-2022	1,875	+16.0%	226	+11.3%
Jun-2022	2,074	+11.7%	283	+12.7%
Jul-2022	1,785	-7.5%	257	-13.5%
Aug-2022	1,537	-9.5%	237	-13.8%
Sep-2022	1,274	-21.1%	188	-30.6%
Oct-2022	1,047	-25.3%	149	-35.8%
Nov-2022	767	-27.4%	127	-32.4%
Dec-2022	514	-40.5%	96	-28.9%

Historical New Listings by Month

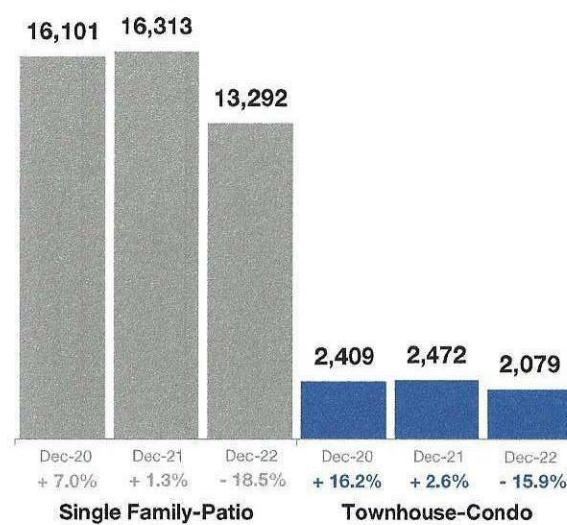


Pending Sales (PEND, UC, UCSS, RGT)

December

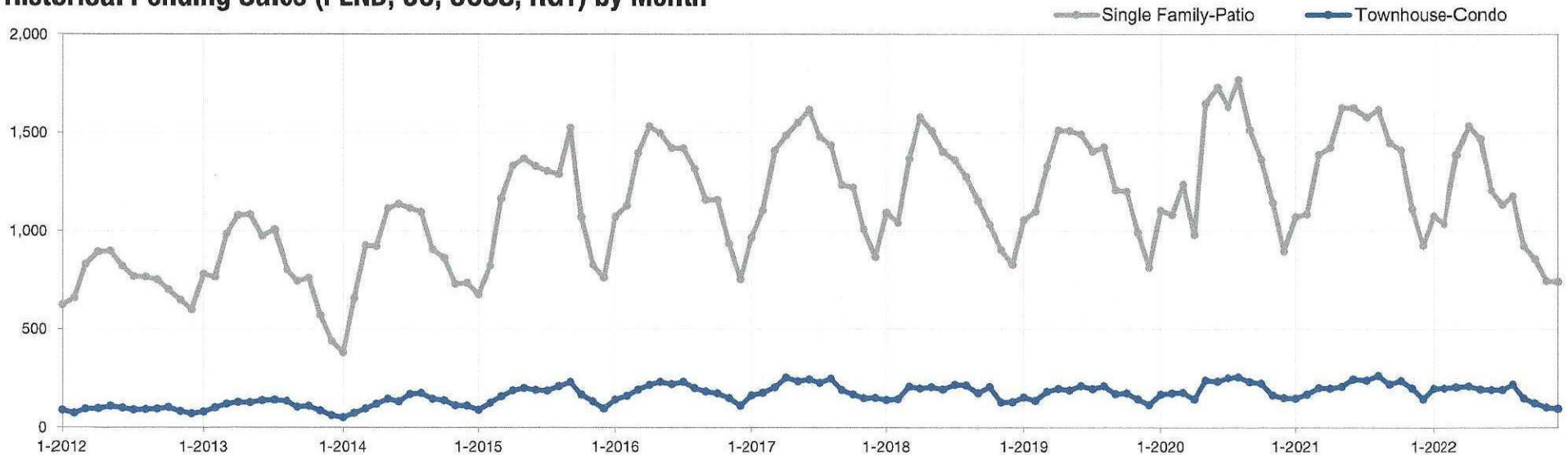


Year to Date



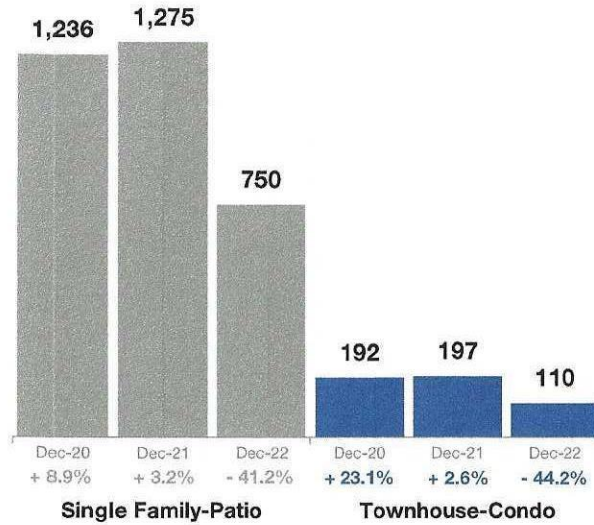
Pending Sales (PEND, UC, UCSS, RGT)	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	1,077	+0.4%	198	+33.8%
Feb-2022	1,036	-4.6%	199	+19.2%
Mar-2022	1,388	0.0%	205	+2.0%
Apr-2022	1,534	+7.8%	210	+6.1%
May-2022	1,470	-9.6%	194	-6.7%
Jun-2022	1,206	-25.8%	191	-22.0%
Jul-2022	1,135	-28.1%	192	-20.0%
Aug-2022	1,178	-27.1%	220	-16.7%
Sep-2022	923	-36.3%	149	-32.0%
Oct-2022	858	-39.2%	124	-47.9%
Nov-2022	746	-32.9%	102	-48.7%
Dec-2022	741	-19.9%	95	-34.5%

Historical Pending Sales (PEND, UC, UCSS, RGT) by Month

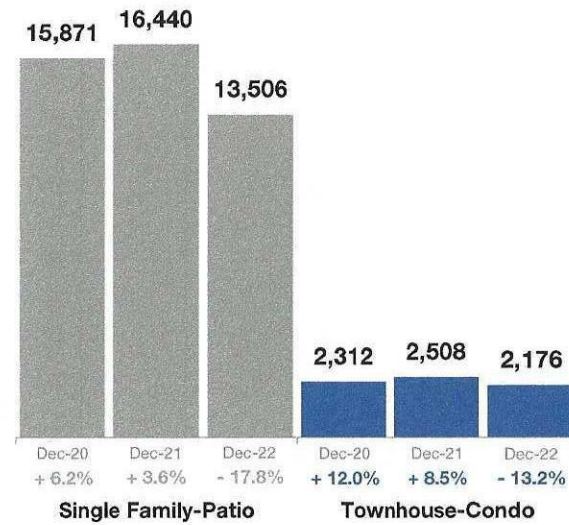


Sold Listings

December

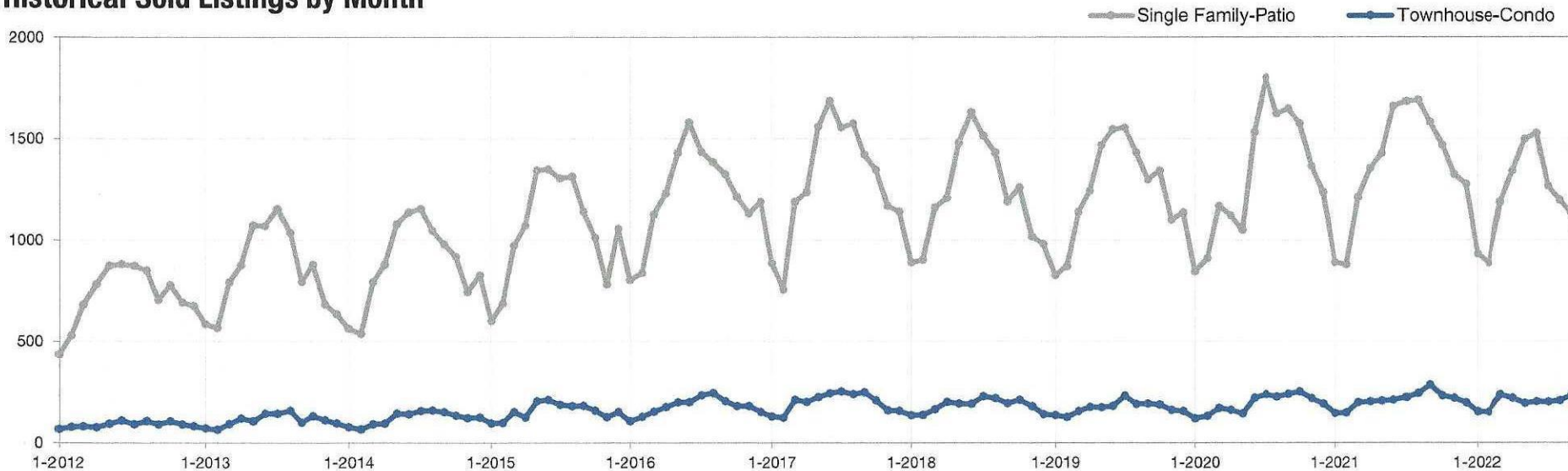


Year to Date



Sold Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	931	+4.7%	153	+5.5%
Feb-2022	886	+0.8%	152	+2.7%
Mar-2022	1,187	-1.9%	237	+19.7%
Apr-2022	1,342	-0.8%	219	+8.4%
May-2022	1,497	+4.8%	194	-5.8%
Jun-2022	1,526	-8.0%	202	-3.8%
Jul-2022	1,266	-24.8%	201	-9.9%
Aug-2022	1,196	-29.2%	207	-14.8%
Sep-2022	1,137	-28.1%	230	-19.3%
Oct-2022	959	-34.7%	141	-39.2%
Nov-2022	829	-37.3%	130	-40.6%
Dec-2022	750	-41.2%	110	-44.2%

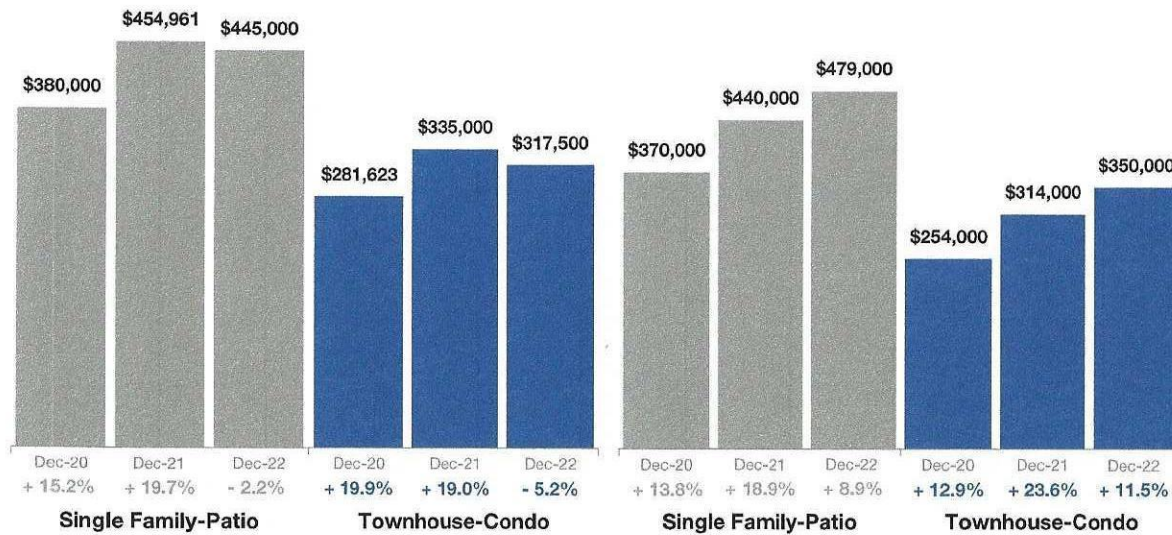
Historical Sold Listings by Month



Median Sales Price

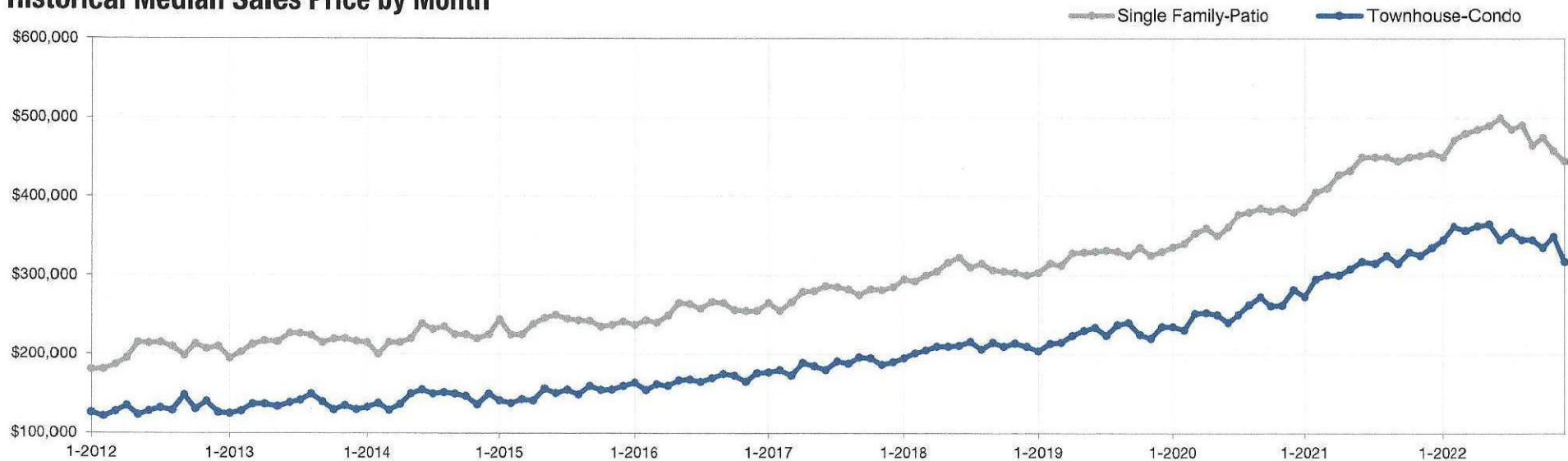
December

Year to Date



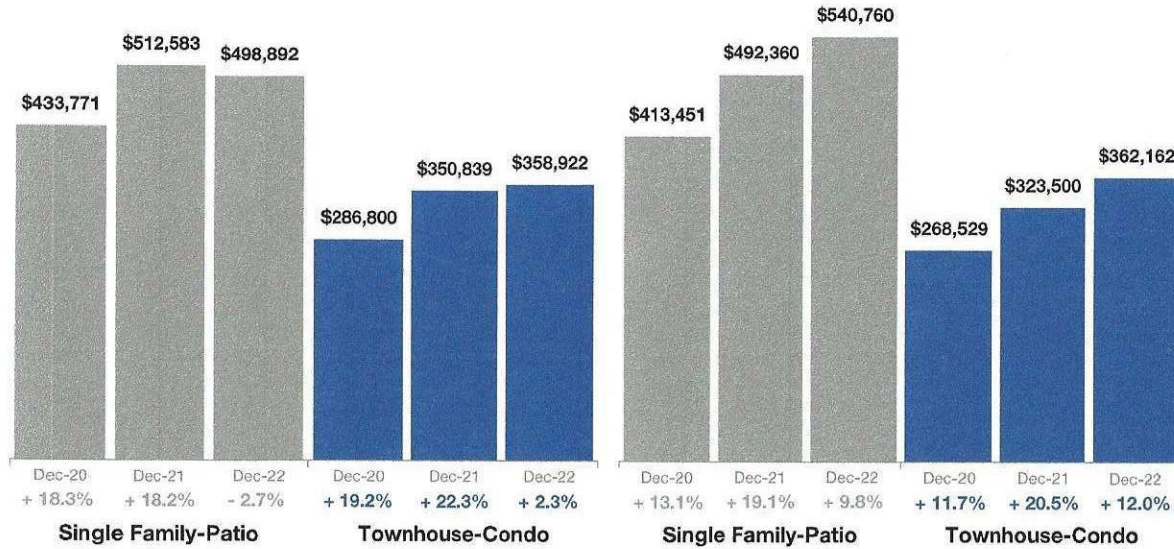
Median Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	\$450,000	+16.3%	\$345,000	+26.4%
Feb-2022	\$470,800	+16.1%	\$362,500	+22.9%
Mar-2022	\$480,000	+17.1%	\$357,000	+18.8%
Apr-2022	\$485,033	+13.4%	\$362,885	+21.0%
May-2022	\$490,000	+13.3%	\$364,991	+18.5%
Jun-2022	\$500,000	+11.1%	\$345,000	+8.7%
Jul-2022	\$485,000	+7.8%	\$355,000	+12.7%
Aug-2022	\$490,500	+9.0%	\$345,000	+6.2%
Sep-2022	\$465,000	+4.5%	\$345,000	+9.5%
Oct-2022	\$475,000	+5.6%	\$335,000	+1.7%
Nov-2022	\$457,823	+1.3%	\$349,500	+7.5%
Dec-2022	\$445,000	-2.2%	\$317,500	-5.2%

Historical Median Sales Price by Month



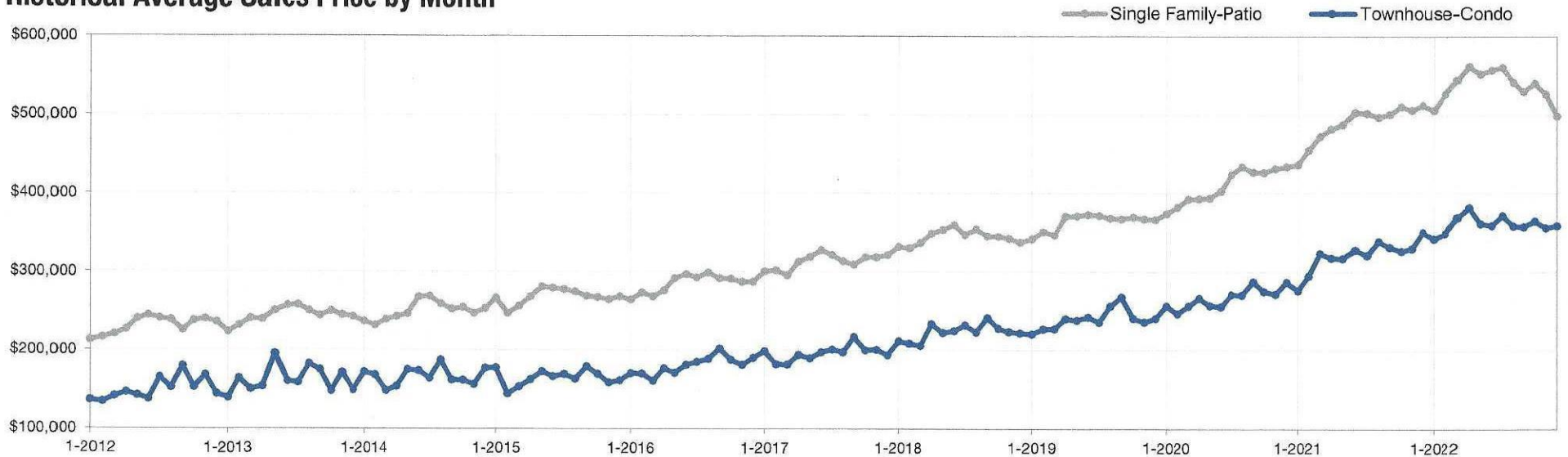
Average Sales Price

December



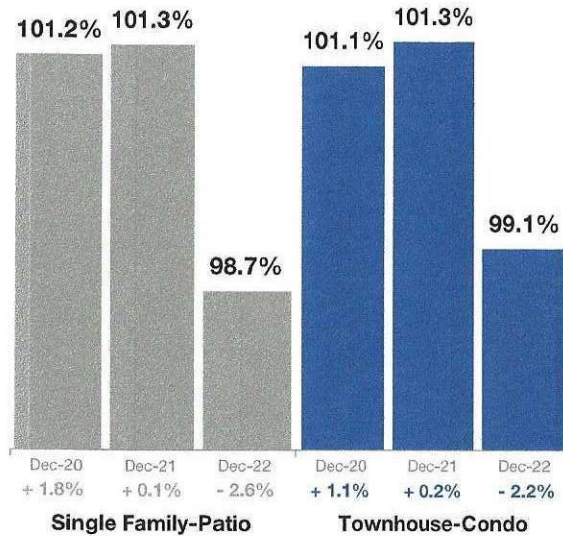
Avg. Sales Price	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	\$505,760	+15.9%	\$342,152	+24.0%
Feb-2022	\$526,114	+15.6%	\$348,698	+18.4%
Mar-2022	\$544,504	+15.2%	\$369,430	+14.2%
Apr-2022	\$561,915	+16.6%	\$382,088	+20.3%
May-2022	\$552,169	+13.3%	\$361,834	+14.2%
Jun-2022	\$557,165	+10.7%	\$359,470	+9.6%
Jul-2022	\$560,658	+11.7%	\$372,264	+16.0%
Aug-2022	\$541,670	+9.0%	\$358,842	+5.9%
Sep-2022	\$530,045	+5.8%	\$357,788	+7.9%
Oct-2022	\$540,433	+5.8%	\$365,007	+11.9%
Nov-2022	\$526,519	+4.0%	\$356,379	+8.1%
Dec-2022	\$498,892	-2.7%	\$358,922	+2.3%

Historical Average Sales Price by Month

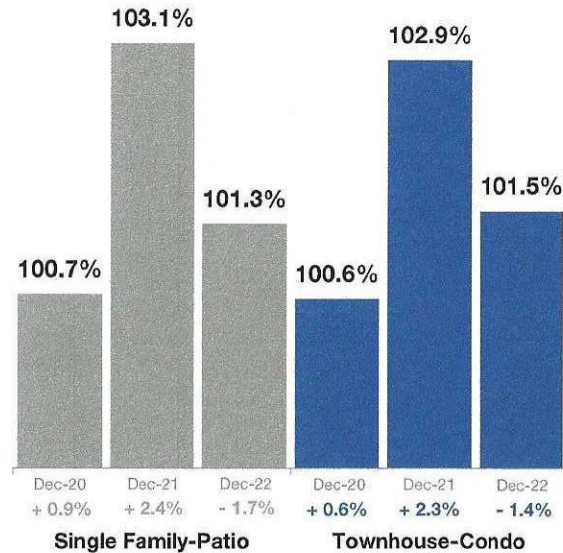


Percent of List Price Received

December

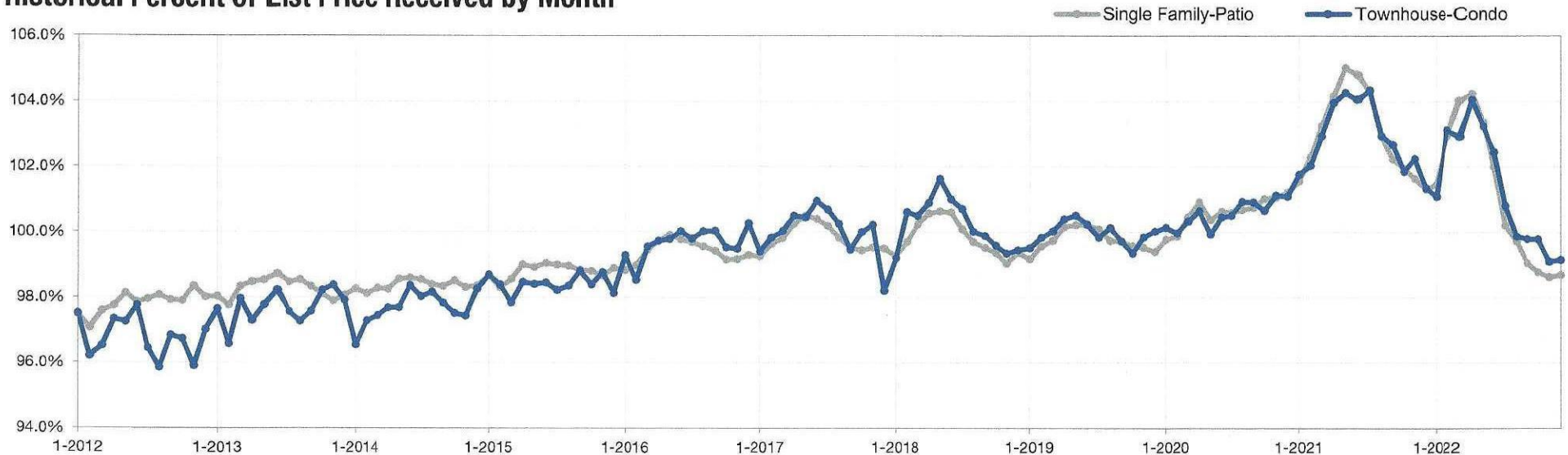


Year to Date



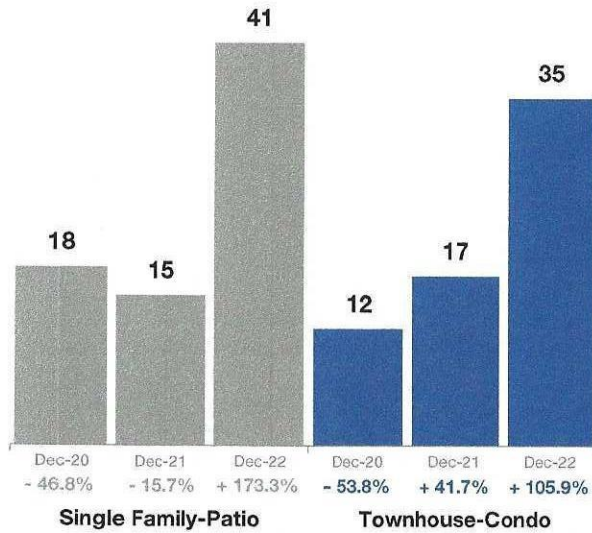
Pct. of List Price Received	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	101.5%	0.0%	101.1%	-0.7%
Feb-2022	102.9%	+0.6%	103.1%	+1.1%
Mar-2022	104.0%	+0.8%	102.9%	0.0%
Apr-2022	104.2%	0.0%	104.1%	+0.1%
May-2022	103.4%	-1.5%	103.2%	-1.1%
Jun-2022	102.0%	-2.7%	102.5%	-1.5%
Jul-2022	100.2%	-3.9%	100.8%	-3.4%
Aug-2022	99.7%	-3.1%	99.9%	-2.9%
Sep-2022	99.0%	-3.1%	99.8%	-2.8%
Oct-2022	98.8%	-3.0%	99.8%	-2.1%
Nov-2022	98.6%	-3.0%	99.1%	-3.0%
Dec-2022	98.7%	-2.6%	99.1%	-2.2%

Historical Percent of List Price Received by Month

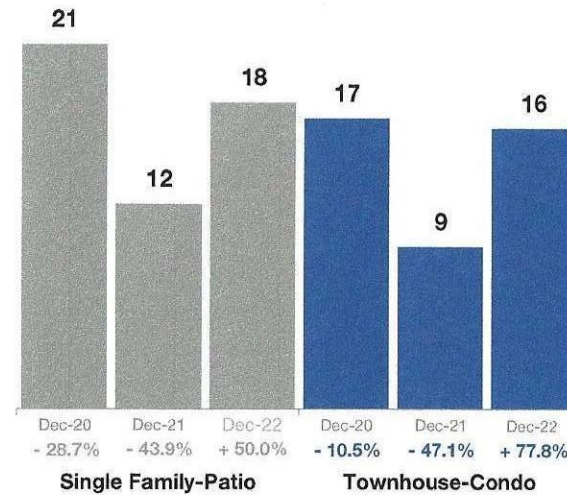


Days on Market Until Sale

December

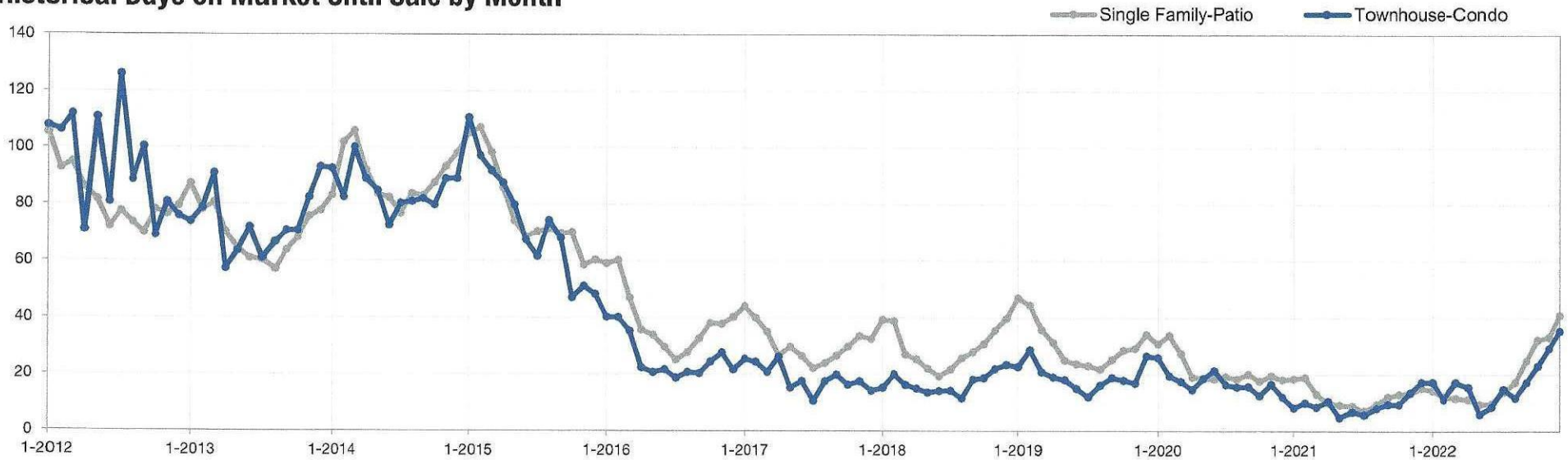


Year to Date



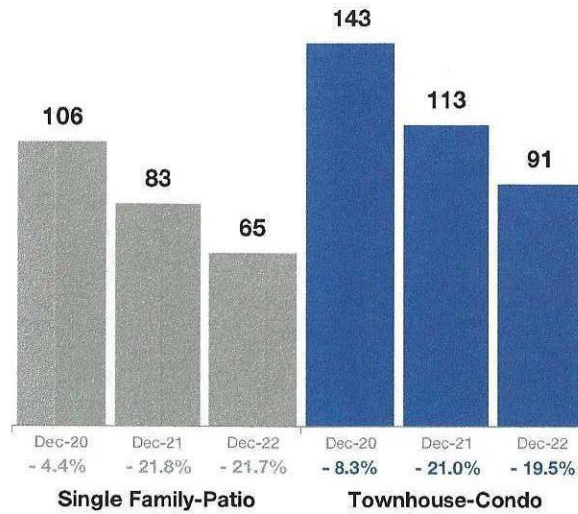
Days on Market Until Sale	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	14	-22.2%	17	+112.5%
Feb-2022	12	-36.8%	11	+10.0%
Mar-2022	12	-7.7%	17	+112.5%
Apr-2022	11	+10.0%	16	+60.0%
May-2022	9	0.0%	6	+20.0%
Jun-2022	10	+11.1%	9	+28.6%
Jul-2022	14	+100.0%	15	+150.0%
Aug-2022	17	+88.9%	12	+50.0%
Sep-2022	25	+108.3%	17	+88.9%
Oct-2022	32	+146.2%	23	+155.6%
Nov-2022	33	+153.8%	29	+107.1%
Dec-2022	41	+173.3%	35	+105.9%

Historical Days on Market Until Sale by Month

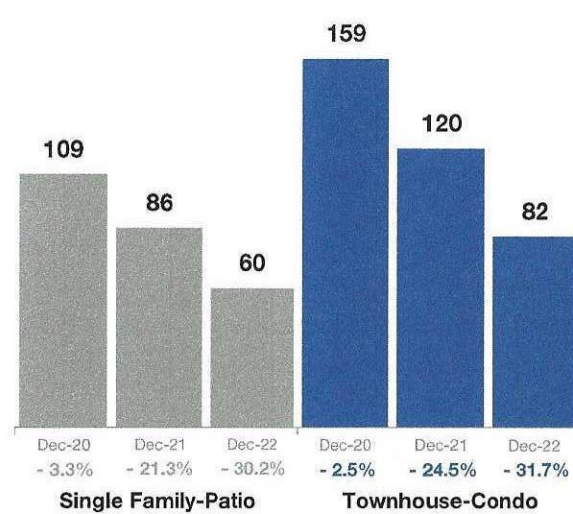


Housing Affordability Index

December

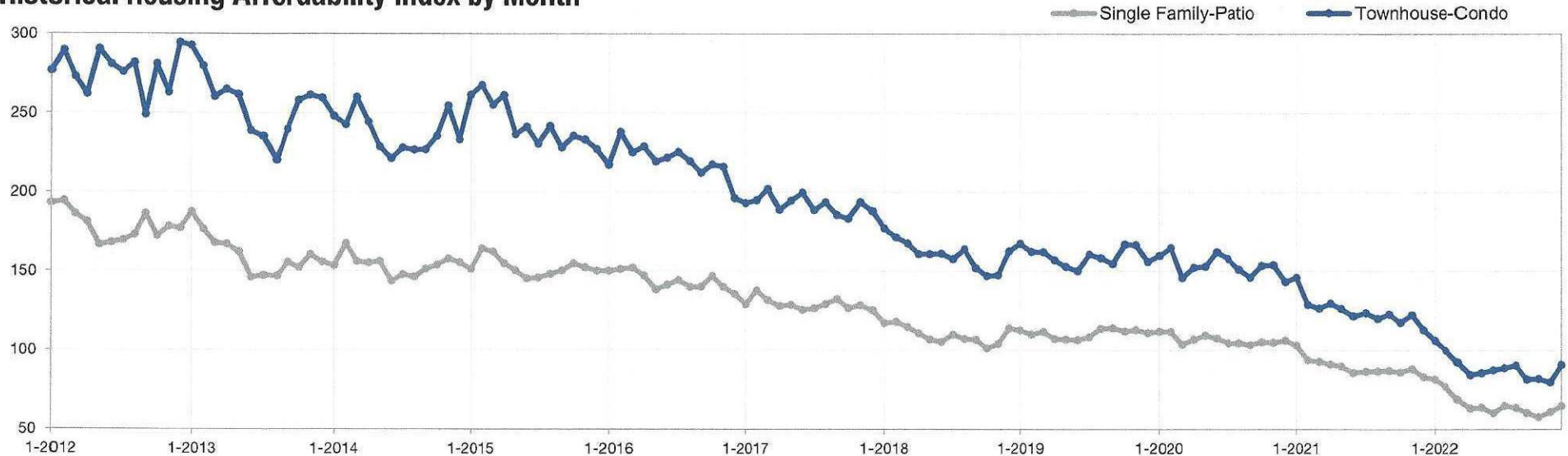


Year to Date



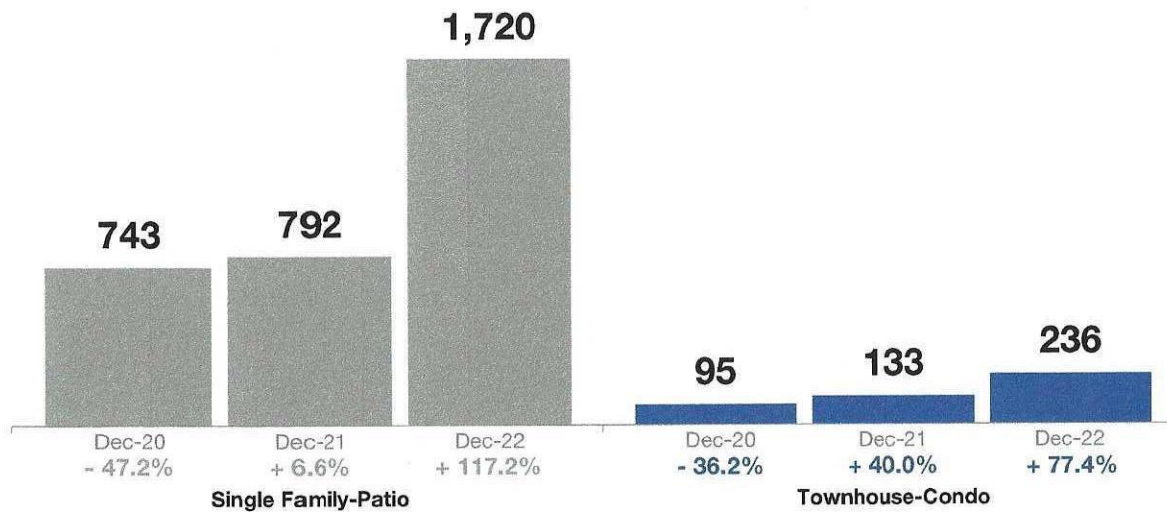
Housing Affordability Index	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	81	-21.4%	106	-27.4%
Feb-2022	77	-18.1%	100	-22.5%
Mar-2022	69	-25.8%	92	-27.0%
Apr-2022	63	-30.8%	84	-35.4%
May-2022	64	-28.9%	85	-32.5%
Jun-2022	60	-30.2%	87	-28.7%
Jul-2022	65	-24.4%	89	-28.2%
Aug-2022	64	-26.4%	90	-25.0%
Sep-2022	60	-31.0%	81	-34.1%
Oct-2022	58	-32.6%	82	-29.9%
Nov-2022	61	-30.7%	80	-34.4%
Dec-2022	65	-21.7%	91	-19.5%

Historical Housing Affordability Index by Month



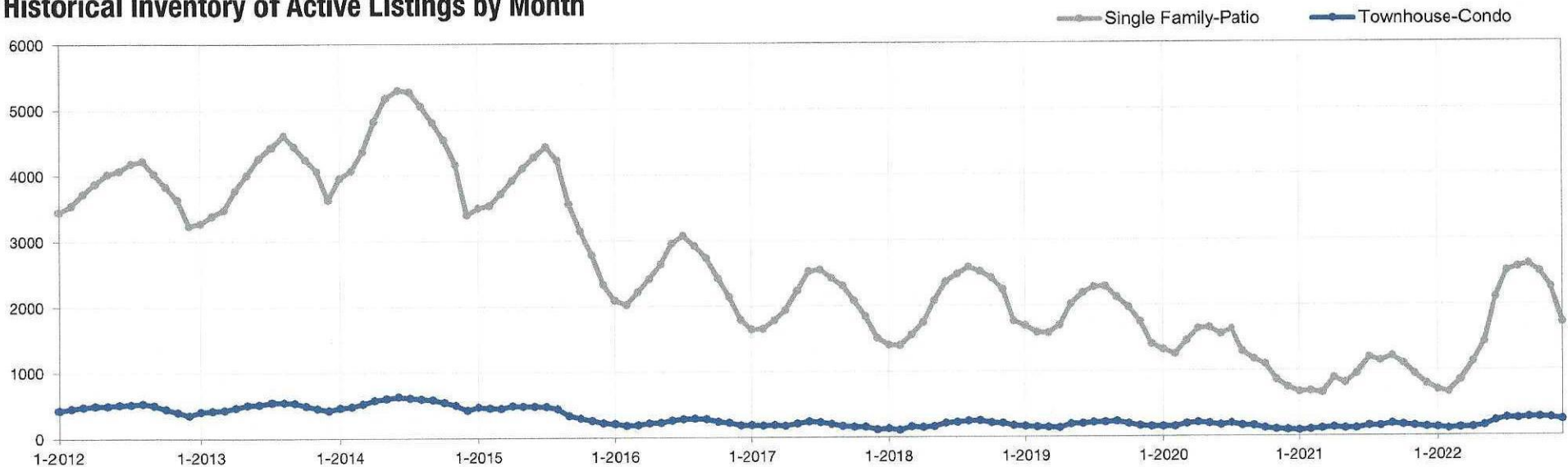
Inventory of Active Listings

December



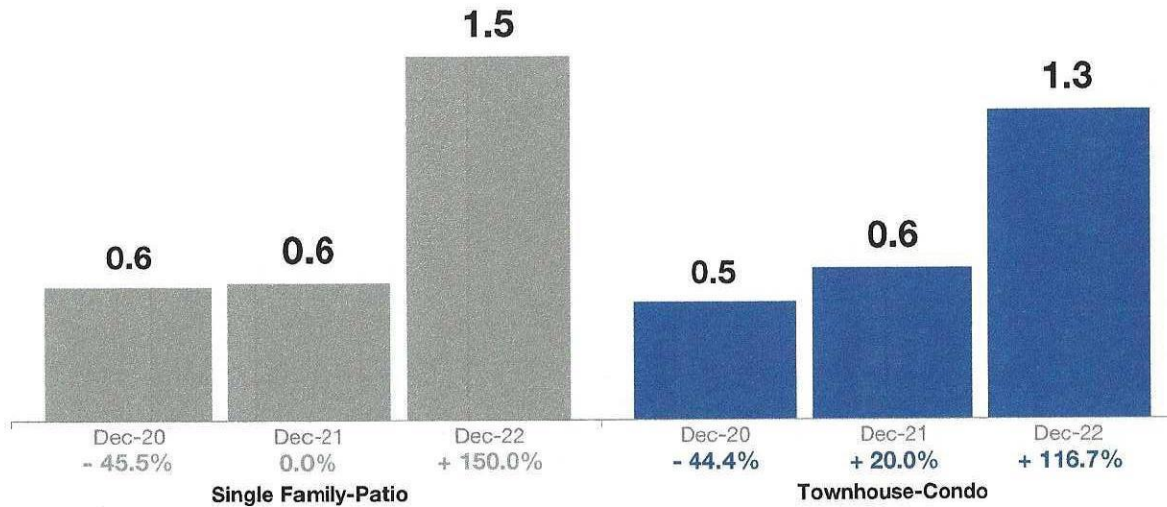
Inventory of Active Listings	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	697	+3.7%	126	+44.8%
Feb-2022	662	-2.8%	106	+10.4%
Mar-2022	848	+28.7%	120	+5.3%
Apr-2022	1,128	+27.9%	127	-0.8%
May-2022	1,428	+76.7%	152	+32.2%
Jun-2022	2,103	+123.5%	226	+96.5%
Jul-2022	2,510	+110.0%	267	+74.5%
Aug-2022	2,564	+124.5%	258	+70.9%
Sep-2022	2,610	+114.8%	276	+47.6%
Oct-2022	2,491	+125.6%	274	+65.1%
Nov-2022	2,255	+140.7%	268	+79.9%
Dec-2022	1,720	+117.2%	236	+77.4%

Historical Inventory of Active Listings by Month



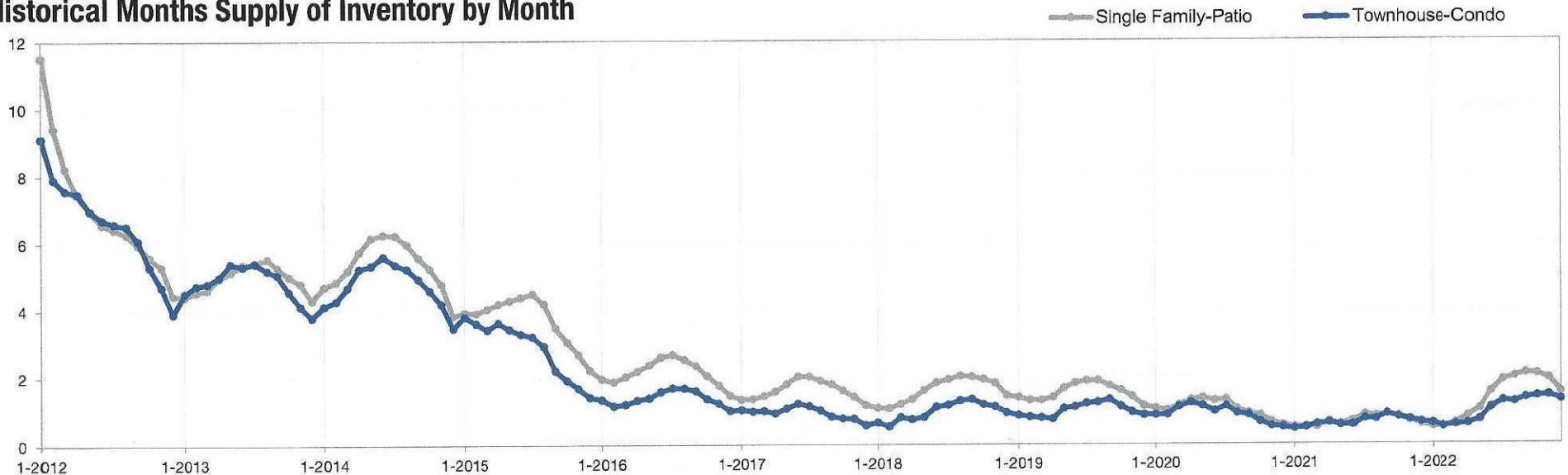
Months Supply of Inventory

December



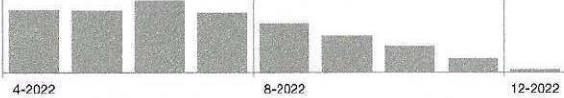
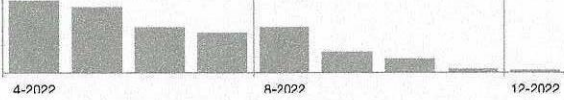
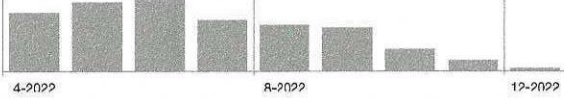
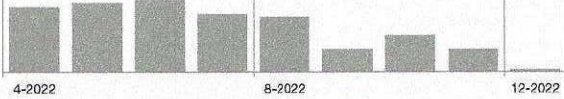
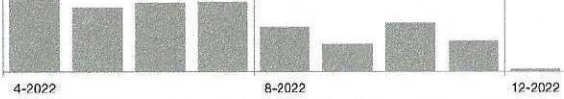
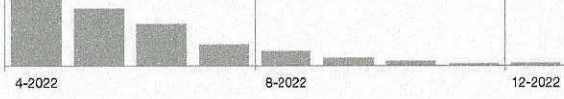
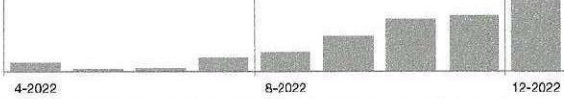
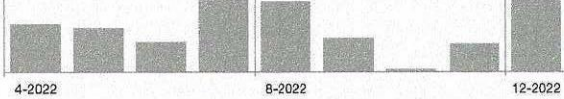
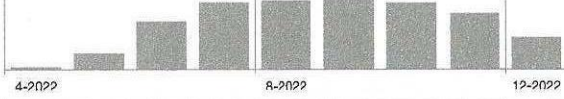
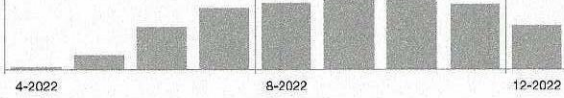
Months Supply of Inventory	Single Family-Patio	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2022	0.5	0.0%	0.6	+50.0%
Feb-2022	0.5	0.0%	0.5	0.0%
Mar-2022	0.6	+20.0%	0.6	0.0%
Apr-2022	0.8	+14.3%	0.6	0.0%
May-2022	1.0	+66.7%	0.7	+16.7%
Jun-2022	1.5	+114.3%	1.1	+83.3%
Jul-2022	1.9	+111.1%	1.3	+85.7%
Aug-2022	2.0	+150.0%	1.2	+71.4%
Sep-2022	2.1	+133.3%	1.4	+55.6%
Oct-2022	2.1	+162.5%	1.4	+75.0%
Nov-2022	1.9	+171.4%	1.4	+100.0%
Dec-2022	1.5	+150.0%	1.3	+116.7%

Historical Months Supply of Inventory by Month



Total Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

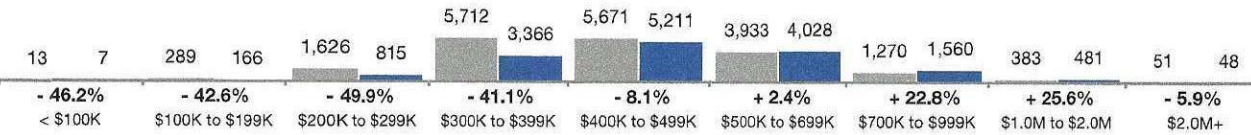
Key Metrics	Historical Sparkbars	12-2021	12-2022	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		999	610	- 38.9%	19,995	18,890	- 5.5%
Pending Sales (PEND, UC, UCSS, RGT)		1,070	836	- 21.9%	18,785	15,371	- 18.2%
Sold Listings		1,472	860	- 41.6%	18,948	15,682	- 17.2%
Median Sales Price		\$438,396	\$430,820	- 1.7%	\$425,000	\$460,000	+ 8.2%
Average Sales Price		\$490,936	\$480,968	- 2.0%	\$470,007	\$515,977	+ 9.8%
Pct. of List Price Received		101.3%	98.7%	- 2.6%	103.0%	101.4%	- 1.6%
Days on Market		16	40	+ 150.0%	11	17	+ 54.5%
Housing Affordability Index		86	67	- 22.1%	89	63	- 29.2%
Active Listings		925	1,956	+ 111.5%	--	--	--
Months Supply of Inventory		0.6	1.5	+ 150.0%	--	--	--

Sold Listings

Actual sales that have closed in a given month.

By Price Range – All Properties – Rolling 12 Months

■ 12-2021 ■ 12-2022



By Property Type

■ 12-2021 ■ 12-2022



Rolling 12 Months

Compared to Prior Month

Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo		
	12-2021	12-2022	Change	12-2021	12-2022	Change	11-2022	12-2022	Change	11-2022	12-2022	Change	12-2021	12-2022	Change	12-2021	12-2022	Change
\$99,999 and Below	12	5	-58.3%	1	2	+100.0%	1	0	-100.0%	0	0	--	12	5	-58.3%	1	2	+100.0%
\$100,000 to \$199,999	96	55	-42.7%	193	111	-42.5%	4	3	-25.0%	6	4	-33.3%	96	55	-42.7%	193	111	-42.5%
\$200,000 to \$299,999	774	344	-55.6%	852	471	-44.7%	32	33	+3.1%	31	39	+25.8%	774	344	-55.6%	852	471	-44.7%
\$300,000 to \$399,999	4,613	2,412	-47.7%	1,099	954	-13.2%	210	206	-1.9%	51	44	-13.7%	4,613	2,412	-47.7%	1,099	954	-13.2%
\$400,000 to \$499,999	5,419	4,729	-12.7%	252	482	+91.3%	258	224	-13.2%	33	13	-60.6%	5,419	4,729	-12.7%	252	482	+91.3%
\$500,000 to \$699,999	3,851	3,908	+1.5%	82	120	+46.3%	202	198	-2.0%	9	6	-33.3%	3,851	3,908	+1.5%	82	120	+46.3%
\$700,000 to \$999,999	1,249	1,533	+22.7%	21	27	+28.6%	82	64	-22.0%	0	2	--	1,249	1,533	+22.7%	21	27	+28.6%
\$1,000,000 to \$1,999,999	381	474	+24.4%	2	7	+250.0%	38	22	-42.1%	0	1	--	381	474	+24.4%	2	7	+250.0%
\$2,000,000 and Above	45	46	+2.2%	6	2	-66.7%	2	0	-100.0%	0	1	--	45	46	+2.2%	6	2	-66.7%
All Price Ranges	16,440	13,506	-17.8%	2,508	2,176	-13.2%	829	750	-9.5%	130	110	-15.4%	16,440	13,506	-17.8%	2,508	2,176	-13.2%

Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

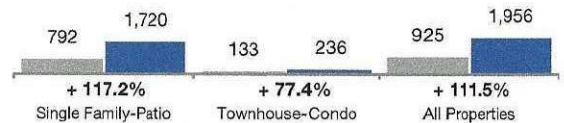
By Price Range – All Properties

■ 12-2021 ■ 12-2022



By Property Type

■ 12-2021 ■ 12-2022



Year over Year

Compared to Prior Month

Year to Date

By Price Range	Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes			Townhouse-Condo			Single Family-Patio Homes		Townhouse-Condo		
	12-2021	12-2022	Change	12-2021	12-2022	Change	11-2022	12-2022	Change	11-2022	12-2022	Change					
\$99,999 and Below	11	12	+9.1%	3	4	+33.3%	12	12	0.0%	4	4	0.0%					
\$100,000 to \$199,999	36	30	-16.7%	16	13	-18.8%	30	30	0.0%	18	13	-27.8%					
\$200,000 to \$299,999	76	86	+13.2%	14	36	+157.1%	84	86	+2.4%	37	36	-2.7%					
\$300,000 to \$399,999	109	210	+92.7%	39	67	+71.8%	291	210	-27.8%	80	67	-16.3%					
\$400,000 to \$499,999	173	422	+143.9%	43	60	+39.5%	585	422	-27.9%	76	60	-21.1%					
\$500,000 to \$699,999	163	531	+225.8%	8	35	+337.5%	710	531	-25.2%	29	35	+20.7%					
\$700,000 to \$999,999	121	279	+130.6%	10	18	+80.0%	341	279	-18.2%	21	18	-14.3%					
\$1,000,000 to \$1,999,999	65	114	+75.4%	0	3	--	157	114	-27.4%	2	3	+50.0%					
\$2,000,000 and Above	38	36	-5.3%	0	0	--	45	36	-20.0%	1	0	-100.0%					
All Price Ranges	792	1,720	+117.2%	133	236	+77.4%	2,255	1,720	-23.7%	268	236	-11.9%					

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This metric includes Pending, Under Contract, Under Contract Short Sale and First Right of Refusal. This "leading indicator" of buyer demand measures signed contracts on sales rather than the actual closed sale.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.